



## **Stenham Appoints Senior Relationship Managers for the Channel Islands and Europe**

**19 January 2009:** Stenham, the award-winning alternative wealth management group, has appointed Damian Cocking as Senior Relationship Manager for the Channel Islands and Isle of Man and Marco Gebhard as Senior Relationship Manager for Europe.

Stenham has a growing institutional client base in the Channel Islands and Europe working closely with family offices, asset managers, private banks, trust companies as well as institutions both on a direct basis and via consultants.

Damian and Marco recently joined Stenham's Institutional Business Development team to reinforce the presence of Stenham and further develop the company's long-term growth strategy in these key markets.

Damian began his career at Merrill Lynch before joining Abacus. Most recently, he worked for Goldman Sachs as Head of Fiduciary Relationships where he built a client base for the bank in a number of offshore jurisdictions. Damian will be responsible for marketing the Stenham products to trust companies, private banks and asset managers in the Channel Islands and the Isle of Man.

Before joining Stenham, Marco was responsible for conception and fundraising for well-known German fund companies and was a director of Bankhaus Wölbern, a German Private Bank managing an institutional client base. Marco will be responsible for developing the institutional market in Germany, Austria and Switzerland with particular focus on family offices, private banks, insurance companies and pension funds.

Harry Wulfsohn, Stenham's Head of Institutional Business Development commented: "The Channel Islands and Europe are important markets for Stenham and we are seeing a growing appetite for alternative investment products, particularly from the institutional market. Stenham has a strategic focus of hiring experienced people with local knowledge and I am delighted to welcome Damian and Marco to the team".

**-Ends-**

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**NOTES TO EDITORS**

Stenham is a wealth and asset management group providing financial solutions and products to high net worth private clients and institutions. Stenham currently has around US\$ 5.2 billion under management, of which US\$ 2.7 billion is managed through its multi-manager hedge fund portfolios, whilst US\$ 2.5 billion represents the market value of the properties in which Stenham is invested. Stenham operates from a network of global offices including the Channel Islands, the UK, South Africa, The Netherlands and Israel with an associated office in Switzerland. It also has representation in Australia, Brazil, India and Germany.

Stenham is a member of the Peregrine Group, a leading provider of wealth and alternative asset management solutions in South Africa and Europe, with assets under management in excess of US\$ 11 billion (ZAR 85 billion). Peregrine's shares are listed on the Johannesburg Securities Exchange.